

NATIONAL EXHIBITS COMPLETE GROUP OF SEXTET MODELS

No Change in Body Designs
or Motor Since Last
Year's Show.

Making its twenty-first annual New York automobile show presentation, the National Motor Car and Vehicle Corporation of Indianapolis submits a complete group of Sextet models—touring car, phaeton, roadster, sedan and coupe.

The exhibit is unusual in that the current Sextet model, announced at last year's show, is continued for 1921 without any change. The chassis for all models remains with 130-inch wheel base and the clean cut six-cylinder motor. The exclusive lubricating system, by which a continuous stream of oil is forced through a pump and several valves below the upper edge of the chassis frame, instead of setting on top of the frame, as is common practice, is continued.

All five models present the striking and hugging lowness gained by National's individual method of body mounting, in which the body is suspended on brackets riveted to the chassis below the upper edge of the chassis frame, instead of setting on top of the frame, as is common practice.

Through this method the body sides have been lowered several inches closer to the ground, without sacrifice of body depth or road clearance, and the high conventional running board apron has been reduced to a trim and slender valance.

The seven-passenger touring car, while narrow and slender to the eye, due to its greyhound lines, is notable for generosity of room, having ample length and width to seat seven passengers without crowding or squeezing.

Equipments and appointments are usually complete, these lack fitted compartments in the walnut panels of the centre console furnishing a conspicuous example, and the finish throughout is commensurate with the quality of so fine a motor car.

National Sextet smartness is emphasized in the four-passenger phaeton, a town and country model suggestive of unusual speed and power, with cast aluminum steps in place of running boards.

An exceptional fineness of line has been attained in this car by increasing the length of the cowl and narrowing the rear seat to hold two passengers. The steering wheel, too, is tilted at a more rakish angle, while there is a brief afterdeck astern.

Especially appealing to the sportsman is the one-seater in the rear deck, for example, is not only unusually ample storage space for luggage and camping equipment, but the lid, when tilted, reveals a comfortable extra seat for the buddy or the guide.

At the right there is an extra long individual compartment for guns, golf clubs or fishing rods, while in back of the driver is a third compartment for oilskins and sweaters.

Affording luxurious accommodation for seven, the sedan combines that low appearance so pleasing in all the Sextet open models, with the body depth so essential to closed car dignity.

The body is of the accessible four-door type and is sheathed entirely with aluminum, materially lessening its weight. Windows are unusually large, and when lowered convert the car practically into an open model. A smart patent leather visor set slightly over the windshield protects the vision of the driver.

ATTRACTIVE MODELS SHOWN BY HAYNES

Includes New Brougham and Speedster, 7-Passenger Suburban, Also New Haynes Fifty.

Among the cars exhibited by the Haynes Automobile Company, Kokomo, Ind., at the Automobile Shows this year are included the new 1921 five-passenger Brougham, the 1921 two-passenger Special Speedster, the seven-passenger Suburban and the new Haynes Fifty, which is the smaller and lighter of the line.

Foremost among the exhibit is the five-passenger Brougham. The two front seats are separate chairs. They are low slung and deep cushioned and can be tilted forward and backward at the steering wheel in such a way as to insure maximum comfort to the driver. The rear seat is spacious and bouncy.

The Special Speedster is painted an ivory white color with black running gear. Six nickel-plated wheels, two of which are carried on either side of the front. All fittings such as door handles and lock as well as the radiator are also nickel-plated.

The new seven-passenger Suburban is dual-type closed car which can be transformed into either a four-door or a six-door open car by the manipulation of a small regulator crank at the back of the front seat. The interior of the car is upholstered in leather according to the desire of the occupant.

One of the interesting cars at the show this year is the long-horbed lighter and smaller Haynes Fifty. This new car is produced only in the five-passenger touring car model on a 121-inch wheelbase chassis.

BIG MEAT PACKERS MERGE.

Indian, With Three Plants, Joins Acme—\$12,000,000 Concern.

CHICAGO, Jan. 11.—Member of the Indian Packing Company with the Acme Packing Company, an Illinois corporation capitalized at \$12,000,000, was announced here to-day. The Indian Packing Company maintained plants at Green Bay, Wis., Providence, R. I., and Greenwood and Dupont. The companies are engaged in the canned meat industry and the consolidated organization will be known as the Acme Packing Company.

MOST WONDERFUL SALE OF THE YEAR
All Wool, Sample
Suits & O'COATS

Made by 31st Ave. Tailors
\$7.50 to \$12.50 Values
to \$15

VERY LARGE ASSORTMENT
COHEN'S, 265 6th Av.
Open Evenings. Cor. 17th St.

BRIGHT FUTURE IS PAINTED FOR AUTO INDUSTRY

Prominent Manufacturer Outlines Fundamental Strength in Market for Motor Cars.

"The auto industry is in line for a long period of service and prosperity," according to Percy Owen, President of the Liberty Motor Car Company, maker of the Liberty Six. "For many years to come the business of replacing more than a million cars every year will keep running perhaps even more factories than are built for the auto industry to-day. As for the slump of the last few months," says Mr. Owen, "it was partly one of the after effects of the World's War and in no way should cast discredit on the automobile industry. There are many fundamental reasons why that period is now about to be followed by a prosperous reaction."

The biggest factor controlling business in America is agriculture. America's farm industry actually exceeds all other industries put together and controls 57 per cent. of the Nation's wealth. The farms of America are so fertile and the farmers so efficient, in comparison to the farmers in the rest of the world, that this country is assured of tremendous buying power. Farm prosperity aids all other big industries, notably the auto business.

"The last harvest furnishes a special cause for believing business will be good this spring and summer. Four of history's largest crops, including corn, were produced last year. More wheat was raised per acre than ever before. Production of foodstuffs was enormous. Although prices dropped during the marketing, the farmers still received more than twice the pre-war price in nearly every case. Added to this, agriculture has accumulated a surplus which began several years ago. Accordingly it is natural to expect this basic strength to aid the customary spring boom in auto sales."

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BUYERS OF TO-DAY ARE MORE CRITICAL THAN HERETOFORE

Refuse to be Stampeded by Spoken Word, but Want to Be Shown.

"One of the curious signs of the times in automobile buying," says H. E. Wardwell, President of the Briscoe Motor Corporation, "and at the same time, to my way of thinking, one of the most encouraging, is the way in which the general public is scrutinizing every detail of the various cars before purchasing."

"I think it is safe to say that more care and attention are being given car selection than at any time during the last four or five years. The public absolutely refuses to be stampeded by either the written or spoken word, and insists on knowing for itself just what is in the car and why."

"In talking with one of our retail distributors not long ago, he told me that every sale he was making was practically the result of a personally conducted tour of the car from the front spring to the rear axle. In other words, the public is not buying generalities nor is it buying prices."

"This is one of the most hopeful signs of the times for all of us in the industry. If every prospective buyer of a car will only analyze for himself just what he ought to have when he buys a motor car, and then carry his analysis a step further to see where he can get the most for his money, all of the standard cars of good reputation will have in 1921 one of the best years in their history."

"The day of order taking is over. It passed, as a matter of fact, when the passenger automobile ceased to be a pleasure vehicle and became an essential utility in the business life of the country. For when people buy a utility they buy on reason, not on impulse, and that carries with it the necessity for intensive salesmanship."

The next step in motor car marketing is the elevation of standards in the sales force itself.

CONFIDENT TIDE WILL SOON TURN

Auto Industry Will Be Among First to Feel Change for Better.

"Recent reassuring remarks from Gov. Harding of the Federal Reserve, Comptroller Williams and Secretary Houston have produced in the minds of the people a more comfortable and confident attitude," says J. D. Dori, President of Dori Motor Car Company.

"These men have started the wind blowing in the right direction by showing how very sound is our physical and economic structure—how really substantial a foundation exists for firm faith in the future."

"It is heartening to note the confidence business men are displaying and the helplessness they are extending to one another. Each carries his load with splendid spirit, fully mindful that the better fellow has his problem also."

"All those interested in the automobile industry may rest assured that as conditions brighten they will be among the first to feel the impulse of the change."

"The motor car has taken its place as one of the real necessities of American life."

WHAT IS THE PRESENT MARKET FOR AUTOMOBILES?

All Makers Studying Their Markets More Carefully Than Ever Before.

By Roy D. Chapin,
President of the Hudson Motor Car Company.

"Most motor car makers are studying their markets more carefully than ever before. The last two months of 1920 saw a reduction in sales, but already the industry is emerging from that period."

"The present situation is not viewed with any alarm by builders of high grade cars. There is and will continue to be a good steady demand for cars of the type of Hudson and Essex and for the products of other builders who have the same ideal in mind that Hudson and Essex have always had."

"To-day Hudson continues to be the largest selling fine car in the world. The company is entering its twelfth year. Each milestone has been a distinct record of progress. The greatest achievement of course was the advent of the Super-Six model in 1916. Since that year over 100,000 have been sold. There have been no radical changes since, but every model has shown greater refinements, a steady working toward the maximum of service and reliability."

"The public recognizes that if any-

thing is desirable now it is stability, not only of the product but of the company that stands behind it. There is, without question, a different state of buying mind to-day. People scrutinize their purchases more carefully. To use an old homely expression, things must be 'all wool and a yard wide.' That is why Hudson and Essex, along with several others, will stand the test of the present market."

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AFTER A NIGHT ILLNESS
THOMASVILLE, Ga., Jan. 11.—Henry P. Davison, the New York banker, it was learned here to-day, has recently been "slightly indisposed" at his country place, ten miles from here, but is now said to be completely recovered.

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